NAVSEA Consolidation of Professional Support Services

Partnering Meeting

4 April 2001

Introductions

- Captain Kurt Huff NAVSEA 02
- Ms Kathleen Monahan NAVSEA 025 (Program Sponsor)
- Captain Lynn Simon NAVSEA 026 (Ombudsman)
- Mr. Bill Weinberg NAVSEA 025 (PCO)
- Mr. Jim Bailey NAVSEA 025 (Program Manager)
- Mr. Frank Putzu NAVSEA 00L (Legal Counsel)

CONGRATULATIONS!!

- A new partnership!
- A new way of doing business!
- We are in this together!

The Partnering Meeting

- Freely exchange ideas and issues to make our partnership stronger
- Frequent Meetings
- Open communication
  - *Post Questions and Answers for all*

Agenda

- Overview
- Discussion of contractual/ legal issues
- Discussion of E business Portal
- Wrap-up
- Q&A

Three Major Efforts Converging

- *The NAVSEA 02 "SEAport Office"*
  - MAC Contracts to be Awarded 02 April
  - E Procurement Portal delivered 02 April
  - SEAport Website online 02 April

Why this Initiative?

- Demonstrate savings to cover wedge reductions
- Provide means to buy services as a corporation
- Meet OSD Goals for Performance Based Contracting
- It’s just good business!

COMPARISON AS IS / WILL BE

350 Contracts

AS IS

- Lack of integrated PSS requirements
- Inconsistent procurement process for PSS
- NAVSEA is not buying PSS as a Corporation
- NAVSEA is not leveraging economies of scale
- Minimal E Business

21 Contracts

WILL BE

- Integrated PSS requirements via Integration Analysis
- Consistent procurement of PSS throughout NAVSEA PEO/Ds
- NAVSEA will have a better understanding of its utilization of PSS (process & funding)
- Centrally managed MACs provide PEO/Ds with NAVSEA Corporate leverage
- Maximize use of E Business

THE PARTNERS

- ADI *
- AERA*
- ANADAC
- ANTEON
- BAE
- CACI
- CRC*
- CSC
- DTI*
- EG&G
- Gray Hawk*
- GRC
- Gryphon*
- JJMA
- Litton / PRC
- Lockheed Martin
- Logicon
- PCI
- TMASC
- UII / Zimmerman*
- Vredenburg

* = Small Business

Elements of the MACs

- Multiple Teams w/Corporate Knowledge
- Focus on Corporate-Wide Efficiency
  - *Corporate Leverage quality performance*
- Designed to handle and ***integrate*** large multifunction tasks
  - *Allows contractor integration analysis at the TO level.*
  - *Allows Metrics for savings*
- Convert Cost work to Fixed Price Performance Based

Elements of the MACs Cont'd

- 5 Year contracts with two 5 year options
- TO Award Term Provisions with follow year FP savings
  - *Reverse Auctions considered*
- Exploit E business throughout the Command

Maintain Quality

- Task Order Performance
- Issue Resolution Desk
- CPARS

THE E BUSINESS STRATEGY (A key to success!)

- Two Prong Approach
  - *Prong 1 ->Information Web Site (For Govt and Industry)*
    - www.seaport.navy.mil
    - Team Info
    - On-Line Information
    - Frequently Asked Questions
  - *Prong 2 ->Electronic Processing of Orders*
    - E-business Portal

E-business Portal

- OVERARCHING E-BUSINESS GOALS
  - *Provide* Faster- Better-Cheaper *means to acquire services*
  - *Completely electronic task order process*
  - *"Amazon.Com-like" capability*
  - *Minimal training necessary ---KISS Principle*
  - *One-Stop shopping for support services*
  - *User/Desktop Search capability to include viewing like services across NAVSEA (for example congressional tracking systems)*
  - *Metrics*

E-business Portal

- Awarded to CommerceOne Jan 19 01
- “End in Mind” is Cradle to Grave for Task Orders

Johnnie Pearson

CommerceOne

Modifications to the Contract

- Mr. Bill Weinberg

Contractual/Legal Issues -Mr. Frank Putzu

- Fair Opportunity to be considered
- Electronic Signatures
- Organizational Conflict of Interest
- Debriefings
- Data Rights
- Ombudsman Role

HOW WILL WE KNOW IF WE ARE SUCCESSFUL?

- Happy Customers
  - *Quality Support*
- Cost Savings Realized
- Operate in Performance Based
  - *Convert Cost to Performance-Based*
- Solid teaming arrangements (Partnerships)
- Healthy Competition

The Path Ahead

- Register and training for the portal
  - *Ready to post Tos for bid 13 April 01*
- The Mac Fair
  - *Ideas are requested*
  - *Need to market to customers*
  - *Next Partnering Meeting (within month)*
- Continue to Market and perfect site and portal